

# INTENTIONAL LISTENING FOR LEADERS



women in  
manufacturing®

the  
**Bolder**  
company

# AGREEMENTS



- **Be playful, have fun!**
- **Make your partners look great**
- **Notice IKTA & TKTA**
- **W.A.I.T.**

**Applaud Enthusiastically!**

PARTNER UP!

What is your biggest challenge or obstacle to effective listening?

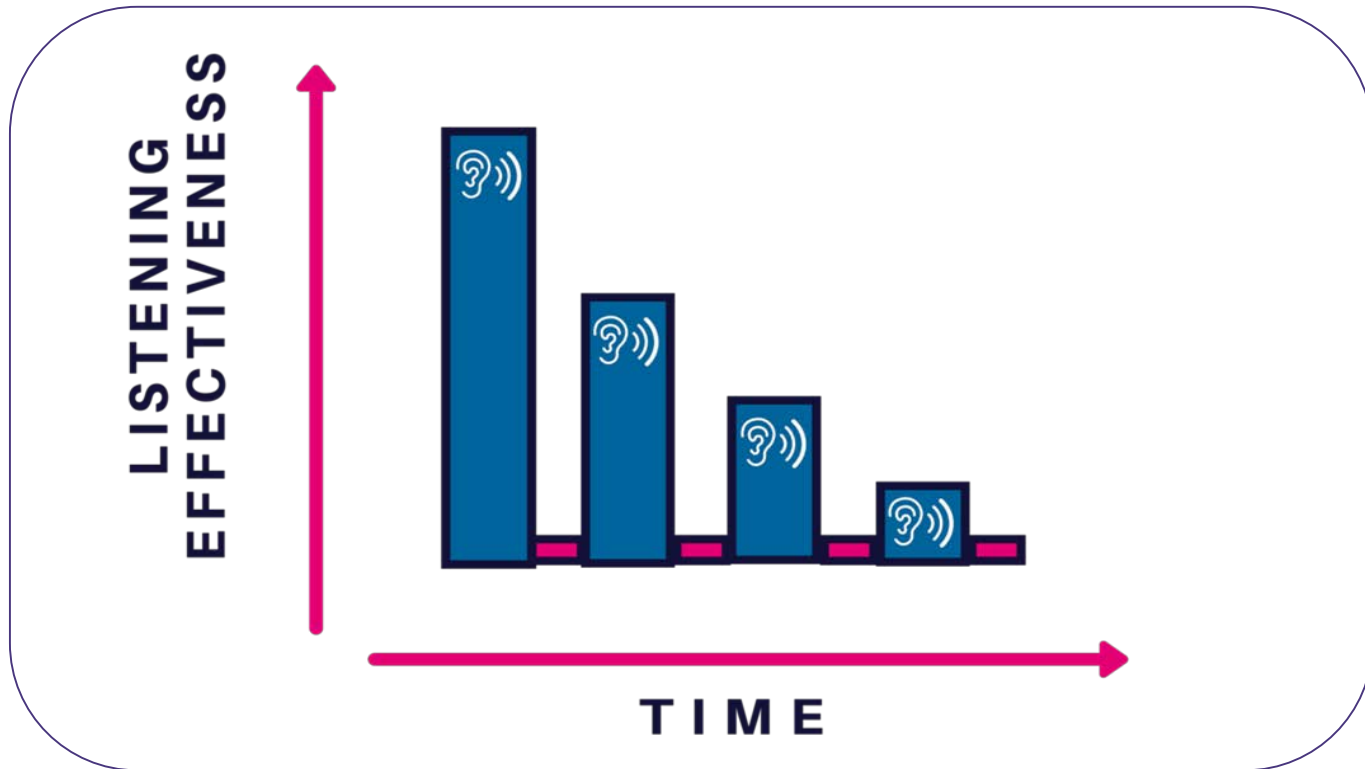
# WORKSHEET QUESTION 1



A woman with dark hair, wearing a light-colored blazer and a necklace, is looking upwards and to the right with a thoughtful expression. A large, hand-drawn purple thought bubble is positioned to her left, containing the text "WHAT DID WE LEARN?". Three smaller purple circles lead from the top of the thought bubble towards the woman's head, suggesting a trail of thought.

WHAT DID  
WE LEARN?

# We're Really Bad at Listening





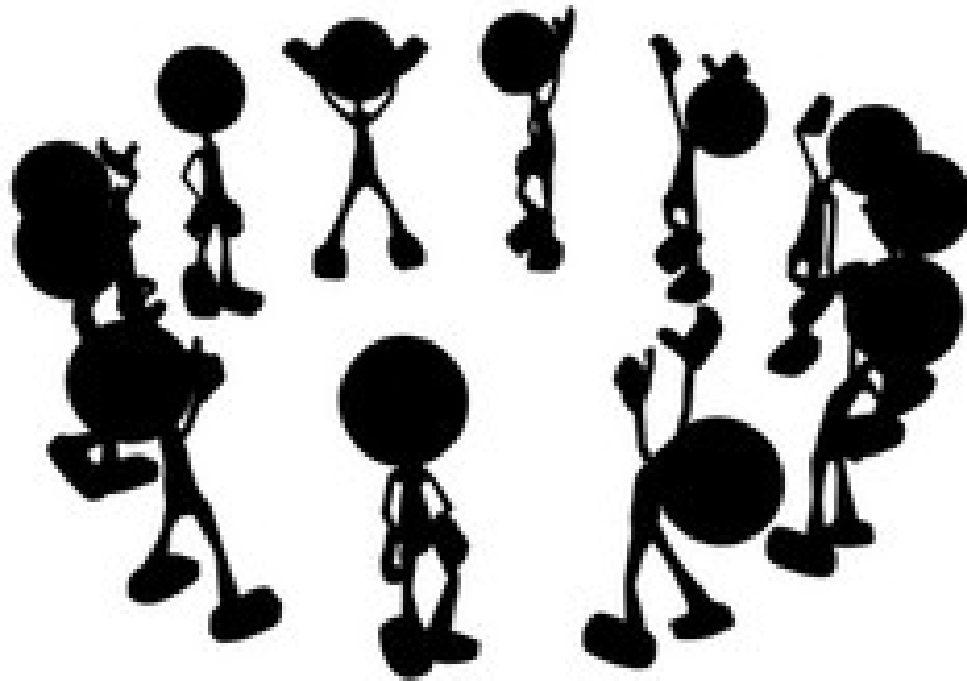
80% OF WHAT WE  
BELIEVE TO BE TRUE...



We make up!

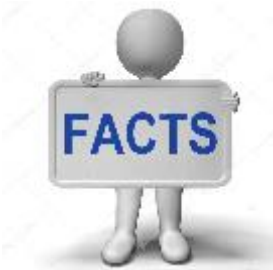


# WORD AT A TIME



# LISTENING QUESTIONS

## 1. What am I listening for?



Facts/Data



Emotions



Values



Intentions

# LISTENING QUESTIONS\*

- **What am I listening for?**  
**(data, emotions, values, intentions)**
- **Who am I listening to?**  
**(myself, speaker, room)**



\* Credit Kat Koppett, Questions about Listening, ATD

# WORKSHEET QUESTION 2



# 500 YEAR GAP



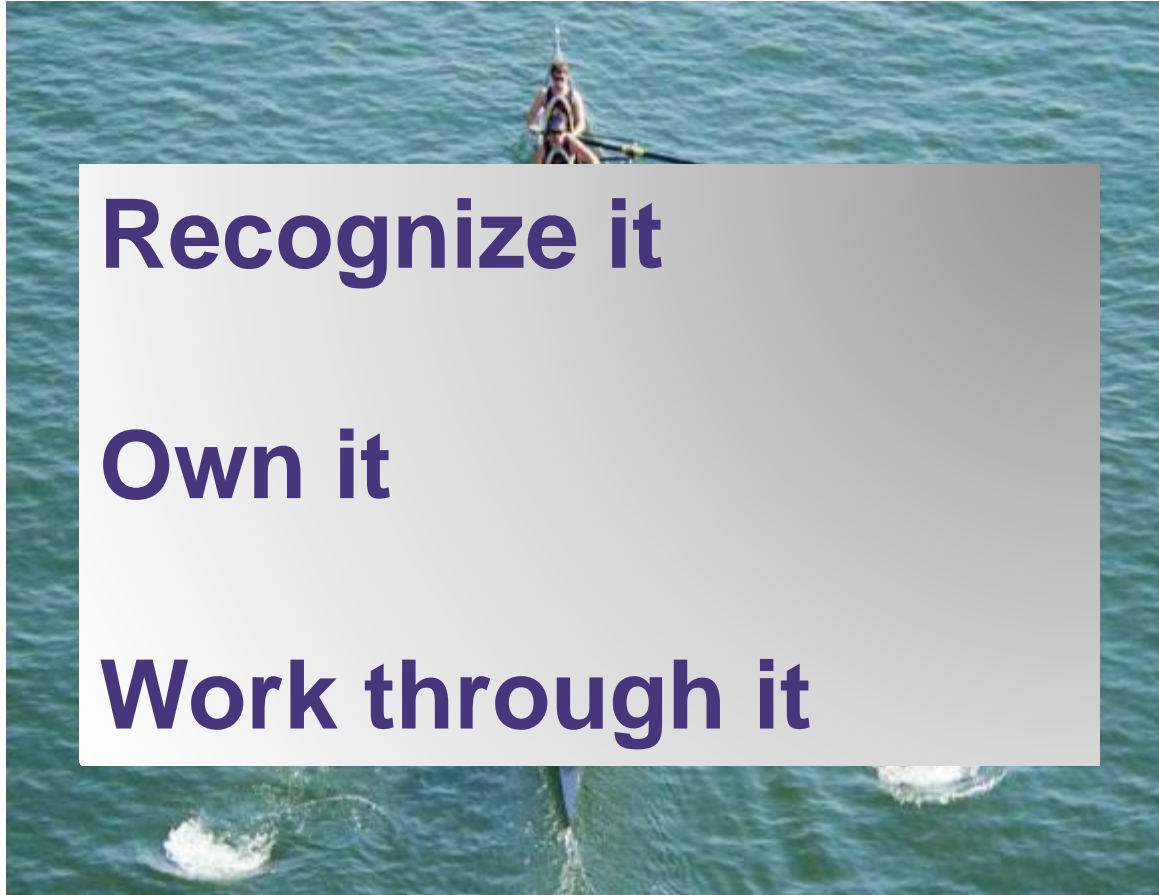
# LISTENING QUESTIONS

- **How am I listening? (friend or foe)\***
- **What am I listening through? (my own state)**



\* Credit Kat Koppett

# THE ROW PRINCIPLE



# WORKSHEET QUESTIONS 3 & 4





# RECAP

- **Notice what you're listening for and how you're listening**
- **Mind the GAP**
- **ROW**
- **Practice!**

# FEEDBACK



ONE LAST THING...



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